

State of Delaware



OFFICE OF SUPPLIER DIVERSITY

FY2018 Q2 REPORT October 1, 2017 to December 31, 2017

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Key Indicators

The positive trend continues:

- In FY2018, Q2, the State of Delaware spent \$89.7Million with the Supplier Diversity and Small Business communities. This is an increase of 27.06% over FY2017 Q2. The total spend is inclusive of direct spend (the OSD and SBF certified businesses, W9 self-identified diverse and small businesses), and indirect spend (awarded contract Tier II spend inclusive of DelDOT certified DBEs).
- The Delaware Housing Authority was the Agency with the highest spend with the certified diverse supplier diversity community in FY2018 Q2; representing 39.1% of state spend with the certified Supplier Diversity community.

New Trainings:

- Government Support Services Contracting Unit launched “Contracts to Watch” this year during Q1, to educate businesses in deciding which contracts to be monitoring, and when. During Q2, 46 contracts were discussed at 4 Contracts to Watch workshops this quarter. The entire business community of traditional, diverse, and small business are inclusively invited.

Growth in the Technology Sector:

- The Professional, Scientific, and Technical Services sector experienced an average growth of 1.95% in the number of certified firms this quarter.

Growth in the Supplier Diversity Certified community:

- The number of certified diverse firms increased by 14 businesses from 3,120 to 3,134 during FY2018 Q2, a 0.45% increase.
- In FY2018 Q2, the State of Delaware spent \$48.1Million in direct spend with our community of diverse businesses and \$10M in indirect Tier-II spend.

Growth in the Small Business community:

- During FY2018 Q2, the number of certified small business firms grew 9.9% from 151 at the end of FY2018 Q1 to 166.
- The State spent \$31.5M with small businesses in FY2018 Q2; including \$1.29M with SBF certified vendors and \$30.2M with W9 self-identified.

OSD Participation in the community:

- The Office of Supplier Diversity had 46 in-person touch points at meetings and workshop events engaging with 1,212 individuals, and 152 touch points with the OSD List Serve, for a Quarterly total of 198 touch points with the community engaging with 3,187 business owners and business leaders.



Agencies' SCORE CARD FY2018 Q2

Diverse Business Spend

The FY2018 Q2 total spend is \$89.7Million¹, with the Supplier Diversity community (OSD + SBF), which is a combined increase of 27.06% over the same quarter last year. For Diverse Businesses this amount includes \$48.1M of direct spend with the diverse business community, of which \$33.9M is with certified OSD vendors and \$14.2M is with W9 self-identified diverse firms. The Housing Authority ranked highest spend with the diverse business community, and the Department of Education ranked highest spend with the W9 self-identified diverse firms. Three agencies account for 70% of spend with OSD Certified diverse businesses: Housing, DOE, and Corrections. Four agencies account for 68% of spend with W9 self-identified small businesses: DOE, DSCYF, DelDOT, and Finance.

AGENCY	OSD Agency FY2018 Q2	% of OSD Spend	W9 Agency FY2018 Q2	% of W9 Spend	OSD + W9 Spend	Total Agency Spend	OSD + W9 % Agency Total
Legislative	\$610	0.0%	\$0	0.0%	\$610	\$1,004,428	0.1%
Judicial	\$100,239	0.3%	\$173,815	1.2%	\$274,055	\$11,246,097	2.4%
Executive	\$1,076,101	3.2%	\$61,257	0.4%	\$1,137,358	\$94,457,984	1.2%
Technology	\$1,079,975	3.2%	\$77,014	0.5%	\$1,156,989	\$8,369,751	13.8%
Other Elective	\$43,099	0.1%	\$76,528	0.5%	\$119,627	\$32,154,591	0.4%
Legal	\$80,645	0.2%	\$245,790	1.7%	\$326,435	\$5,665,344	5.8%
Human Resources ²	\$10,960	0.0%	\$0	0.0%	\$10,960	\$234,116,573	0.0%
Finance	\$151,252	0.4%	\$1,509,035	10.6%	\$1,660,287	\$57,796,002	2.9%
DHSS	\$1,580,976	4.7%	\$1,094,592	7.7%	\$2,675,568	\$653,638,535	0.4%
DSCYF	\$233,947	0.7%	\$1,897,830	13.4%	\$2,131,777	\$21,155,202	10.1%
Correction	\$4,275,349	12.6%	\$1,108,809	7.8%	\$5,384,158	\$28,767,600	18.7%
DNREC	\$1,209,578	3.6%	\$24,093	0.2%	\$1,233,671	\$26,901,639	4.6%
DSHS	\$383,998	1.1%	\$800,752	5.6%	\$1,184,750	\$15,738,305	7.5%
State	\$293,464	0.9%	\$206,035	1.5%	\$499,500	\$17,550,673	2.8%
DelDOT	\$3,063,149	9.0%	\$1,737,348	12.2%	\$4,800,497	\$170,524,253	2.8%
Labor	\$459,687	1.4%	\$302,106	2.1%	\$761,794	\$6,526,858	11.7%
Agriculture	\$17,546	0.1%	\$69,113	0.5%	\$86,659	\$14,029,055	0.6%
Elections	\$769	0.0%	\$95	0.0%	\$863	\$342,316	0.3%
Fire	\$15,793	0.0%	\$0	0.0%	\$15,793	\$513,220	3.1%
Natl Guard	\$191,960	0.6%	\$258,290	1.8%	\$450,250	\$4,777,733	9.4%
Exceptional Citizens	\$0	0.0%	\$0	0.0%	\$0	\$11,118	0.0%
Higher Edu	\$303,397	0.9%	\$116,609	0.8%	\$420,006	\$42,115,548	1.0%
Education	\$6,080,017	17.9%	\$4,445,991	31.3%	\$10,526,009	\$153,157,162	6.9%
Housing Authority	\$13,247,802	39.1%	\$0	0.0%	\$13,247,802	\$16,891,324	78.4%
Total	\$33,900,312	100.0%	\$14,205,103	100.0%	\$48,105,415	\$1,617,451,310	3.0%

¹ More details about this total and the breakdown is located within the "FY2018 Q2 Delaware's Supplier Diversity & Small Business Community spend snapshot" section of this report.

² This is the first year that includes the Department of Human Resources, which was created in CY2017.



Agencies' SCORE CARD FY2018 Q2

Small Business Spend

The FY2018 Q2 total spend is \$89.7Million³ with the Supplier Diversity community (OSD + SBF), which is a combined increase of 27.06% over the same quarter last year. For Small Businesses this amount includes \$31.6M of direct spend with the small business community, of which \$1.45M is with certified SBF vendors and \$30.2M is with W9 self-identified small firms. The Department of Education, inclusive of the School Districts, ranked highest spend with the Small Business community with 52% of SBF Certified spend and 42% of W9 self-identified spend. Two agencies account for 70% of spend with SBF Certified small businesses: DOE and DelDOT. Three agencies account for 75% of spend with W9 self-identified small businesses: DOE, DelDOT, and DSCYF.

AGENCY	Small SBF Certified FY2018 Q2	% of Small Spend	Small W9 FY2018 Q2	% of Small Spend	SBF + W9 Spend	Total Agency Spend	SBF + W9 % Agency Total
Legislative	\$0	0.0%	\$3,925	0.0%	\$3,925	\$1,004,428	0.4%
Judicial	\$129	0.0%	\$122,275	0.4%	\$122,404	\$11,246,097	1.1%
Executive	\$34,858	2.5%	\$925,463	3.1%	\$960,321	\$94,457,984	1.0%
Technology	\$8,690	0.6%	\$748,723	2.5%	\$757,414	\$8,369,751	9.0%
Other Elective	\$0	0.0%	\$40,090	0.1%	\$40,090	\$32,154,591	0.1%
Legal	\$385	0.0%	\$331,823	1.1%	\$332,208	\$5,665,344	5.9%
Human Resources ⁴	\$13,588	1.0%	\$0	0.0%	\$13,588	\$234,116,573	0.0%
Finance	\$605	0.0%	\$345,122	1.1%	\$345,727	\$57,796,002	0.6%
DHSS	\$24,570	1.8%	\$2,801,463	9.3%	\$2,826,033	\$653,638,535	0.4%
DSCYF	\$51,773	3.7%	\$4,243,551	14.1%	\$4,295,324	\$21,155,202	20.3%
Correction	\$5,035	0.4%	\$502,648	1.7%	\$507,683	\$28,767,600	1.8%
DNREC	\$9,215	0.7%	\$44,163	0.1%	\$53,379	\$26,901,639	0.2%
DSHS	\$63,093	4.5%	\$564,251	1.9%	\$627,345	\$15,738,305	4.0%
State	\$52,224	3.7%	\$536,870	1.8%	\$589,094	\$17,550,673	3.4%
DelDOT	\$262,232	18.8%	\$5,761,862	19.1%	\$6,024,094	\$170,524,253	3.5%
Labor	\$25,473	1.8%	\$152,804	0.5%	\$178,277	\$6,526,858	2.7%
Agriculture	\$2,353	0.2%	\$65,308	0.2%	\$67,661	\$14,029,055	0.5%
Elections	\$0	0.0%	\$81,973	0.3%	\$81,973	\$342,316	23.9%
Fire	\$3,425	0.2%	\$24,632	0.1%	\$28,058	\$513,220	5.5%
Natl Guard	\$0	0.0%	\$13,791	0.0%	\$13,791	\$4,777,733	0.3%
Exceptional Citizens	\$0	0.0%	\$0	0.0%	\$0	\$11,118	0.0%
Higher Edu	\$18,588	1.3%	\$140,383	0.5%	\$158,971	\$42,115,548	0.4%
Education	\$722,366	51.7%	\$12,750,412	42.2%	\$13,472,778	\$153,157,162	8.8%
Housing Authority	\$98,895	7.1%	\$0	0.0%	\$98,895	\$16,891,324	0.6%
Total	\$1,397,499	100.0%	\$30,201,533	100.0%	\$31,599,032	\$1,617,451,310	2.0%

³ More details about this total and the breakdown is located within the "FY2018 Q2 Delaware's Supplier Diversity & Small Business Community spend snapshot" section of this report.

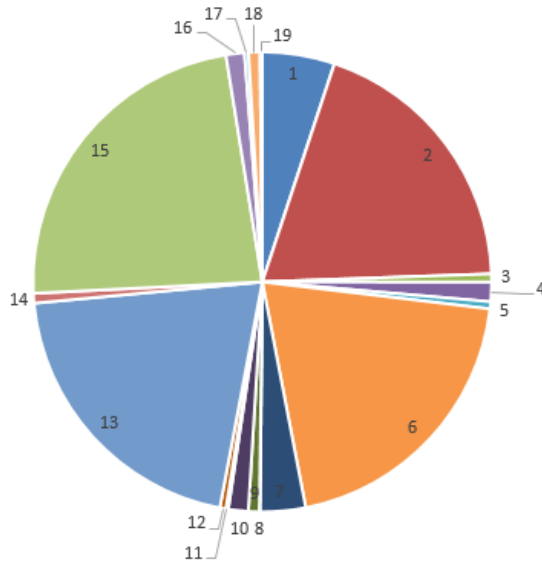
⁴ This is the first year that includes the Department of Human Resources, which was created in CY2017.



DOE & School Districts SCORE CARD FY2018 Q2

Diverse Business Spend

School Districts spent \$5.2Million with the certified Supplier Diversity community in FY2018 Q2



	District	FY2018 Q2	%
1	Appoquinimink School District	\$265,870	5.1%
2	Brandywine School District	\$1,009,154	19.3%
3	Caesar Rodney School District	\$30,679	0.6%
4	Cape Henlopen School District	\$70,161	1.3%
5	Capital School District	\$26,081	0.5%
6	Christina School District	\$1,048,016	20.1%
7	Colonial School District	\$166,688	3.2%
8	Delmar School District	\$2,200	0.0%
9	Indian River School District	\$40,235	0.8%
10	Lake Forest School District	\$73,250	1.4%
11	Laurel School District	\$8,830	0.2%
12	Milford School District	\$22,051	0.4%
13	New Castle County VoTech School District	\$1,071,882	20.5%
14	POLYTECH School District	\$36,050	0.7%
15	Red Clay School District	\$1,212,691	23.2%
16	Seaford School District	\$67,736	1.3%
17	Smyrna School District	\$14,716	0.3%
18	Sussex County Technical School District	\$41,933	0.8%
19	Woodbridge School District	\$8,219	0.2%
Total		\$5,216,443	

FY2018 Q2 saw an 18.39% increase in spend with the combined OSD Certified and W9 self-identified Supplier Diversity business community by the Department of Education (DOE) when compared to the same period last fiscal year. Of the \$10,526,009 spent with the certified Supplier Diversity community by the Department of Education as a whole in FY2018 Q2, inclusive of \$6,080,017 or 57.76% spent with the certified businesses and \$4,445,991 or 42.24% spent with W9 self-identified diverse businesses. DOE has the second highest Agency spend with the Supplier Diversity community in FY2018 Q2 representing 21.88% of the total state spend with the Supplier Diversity community.

DOE	FY2018 Q2 DOE's OSD spend	OSD spend as % of total	FY2018 Q2 DOE's W9 spend	W9 spend as % of total	OSD + W9	FY2018 Q2 DOE's Total spend	OSD + W9 as a % of DOE's Total spend
	\$6,080,017	17.9%	\$4,445,991	31.3%	\$10,526,009	\$153,157,162	6.9%

Agency Spend	FY2017 Q2	FY2018 Q2
Dept. of Education ⁵	\$8,890,904	\$10,526,009
Percent increase from same period previous year		18.39%

**It is important to note that much of spend from the School Districts involves capital funds for new buildings and physical plant, and that this one-time spend, which changes as projects complete and end.*

⁵ Inclusive of all DOE, 19 School Districts, and Charter Schools

Executive Order 44

The Office of Supplier Diversity (OSD), housed within the Office of Management and Budget's (OMB) Government Support Services (GSS) division, is the primary administrative body responsible for executing the State's supplier diversity strategy. The function and focus of Supplier Diversity and the Office were last updated through the signing of Executive Order 44 in 2014. Executive Order 44 and those that preceded it (Markell E.O.s #29 & 14) have allowed the Office to expand its role in assisting diverse owned business enterprises and uniquely sized small businesses through certification and inclusion in state contracting through support services. The community of diversely owned businesses includes those 51% or more owned, controlled, and actively managed by ethnic minorities, women, veterans, service disabled veterans, and individuals with disability. The community of small businesses are those of a certain size that are not owned by a larger enterprise, and meet certain size metrics. You can access Executive Order 44 at <http://www.governor.delaware.gov/orders/EO44.pdf>

Governor's Supplier Diversity Council

The Governor's Supplier Diversity Council works on initiatives and meets to review current activities in further of access to opportunities for the supplier diversity community.

There are thirteen possible members of the Council at any given time and from time to time council members terms expire.

Anyone interested in exploring joining the Governor's Supplier Diversity Council may review the website at: <https://gss.omb.delaware.gov/osd/sdc.shtml> and the Governor's website regarding Boards and Commissions at: <https://governor.delaware.gov/boards-commissions/> and may submit an application of interest at: https://governor.delaware.gov/wp-content/uploads/sites/24/2017/01/board_and_commission_application-form.pdf.

Council Members

Council Member	Current Professional Role	Represents
Ken Anderson, Chair	Director - Entrepreneurial & Small Business Support, Department of State, Division of Small Business, Development and Tourism	Delaware Economic Development designee
Anas Ben Addi	Director - Delaware State Housing Authority, State of Delaware	Representative of the Governor
Theresa V. Brown Edwards, Esq.	Corporate Restructuring Professional and Region Legal Counsel – Northeast at US Foods, Inc.	Women-owned private business sector
L.J. Nick Callazzo III	President, Resource Specialists	Veteran-owned private business sector
Ernest (Ron) Frazier, Esq.	President, Countermeasures Assessment & Security Experts LLC	Minority-owned private business sector
Ralph Truitt	Farmer, and Co-Chair of the Delaware Association of African American Farmers	Local, private, or federal Minority business assistance program or community development program
Jayshree Moorthy	CEO, Frontier Technologies, Inc. (FTI) and WBENC Member and Committee leader	Local, private, or federal Women business assistance program or community development program
Givvel Marrero	President, Promotion Zone	Minority-owned private business sector
Dean W. Stotler	State of Delaware Chief Procurement Officer Director - Government Support Services, OMB, State of Delaware	Office of Management and Budget designee
Loren Hopkins Taylor, has been a non-voting participant during FY2018 <i>Currently open</i>	Sourcing Manager: Small Business / Supplier Diversity DuPont Sourcing & Logistics <i>Currently open</i>	Private sector DE business that administers a supplier diversity program
Dr. Sakthi A. Vel	President, Vel Micro Works Inc.	Minority-owned private business sector and Small Business sector
Dr. Devona Williams	President, Goeins-Williams Associates, Inc.	Women-owned private business sector
<i>Currently open</i> <i>Role created by EO44</i>	<i>Currently open</i> <i>Role created by EO44</i>	Individual with Disability-owned private business sector

Agency Liaisons

Each Executive Branch Agency is invited to select a Supplier Diversity Liaison to participate with Council and to connect with the Office of Supplier Diversity and work internal in their agency to provide reporting to OSD as well as to support access to opportunities for certified diverse and small business vendors. The Liaisons during FY2018 Q2 included:

Liaisons	Current Professional Role	Agency Representing	Email
Dean W. Stotler	Chief Procurement Officer, Director - Government Support Services (GSS)	Office of Management and Budget (OMB)	Dean.Stotler@state.de.us
Wendy Brown and Kimberly Jones	DMS Contract & Procurement Administrator; Purchasing Service Administrator	Department of Health and Social Services (DHSS)	Wendy.M.Brown@state.de.us
Carrie Erickson	Comptroller	Delaware Department of Natural Resources and Environmental Control (DNREC)	Carrie.Erickson@state.de.us
Shelly Aliaa	IT Procurement Officer	Department of Technology and Information (DTI)	Shelly.Aliaa@state.de.us
vacant	(Director Anas Ben Addi is a Council Member)	Delaware State Housing Authority (DSHA)	
vacant		Department of Finance	
Ramon Ceballos	DBE Program Manager	Delaware Department of Transportation (DelDOT)	Ramon.Ceballos@state.de.us
Herman Rodriguez	Administrative Officer	Department of Labor (DOL)	herman.rodriguez@state.de.us
Stephanie Young	Controller	Delaware Department of Safety and Homeland Security (DSHS)	Stephanie.Young@state.de.us
William (Bill) Davis	Contracting Specialist	Delaware National Guard	william.r.davis534.nfg@mail.mil
Karen Davis-Williams	Family Services Program Support Administrator	Department of Services for Children, Youth and their Families (DSCYF)	Karen.Davis-Williams@state.de.us
Ken Anderson	Director – Entrepreneurial & Small Business Support,	Department of State, Division of Small Business Development and Tourism.	Kenneth.R.Anderson@state.de.us

What certifications exist?

During FY2018 Q2 the Office of Supplier Diversity (OSD) Certifications includes the following diversely owned business enterprises:

MBE	Minority Business Enterprise
WBE	Woman Business Enterprise
VOBE	Veteran Owned Business Enterprise
SDVOBE	Service Disabled Veteran Owned Business Enterprise
IWDBE	Individual with Disability Owned Business Enterprise
SBF	Small Business Focus
DBE	Disadvantaged Business Enterprise

For Disadvantaged Business Enterprise (DBE) certification business owners should contact the Delaware Department of Transportation⁶ (DelDOT). There are both social and economic eligibility requirements for the DBE certification. You will find DBE spend details within this report. The DBE office provides reporting of the subcontracting spend with DBE firms.

Who is eligible to apply for OSD certification as a diverse vendor?

A business (sole-proprietorship, partnership, corporation or joint venture) who meets the following criteria:

- The business is at least 51 percent owned, controlled, and actively managed with independent knowledge by U.S. Citizen(s) or Permanent Resident(s) who is a:
 - Woman; or
 - Member of one of these ethnic groups: African Americans, Asian/Pacific Americans, Hispanic Americans, Native Americans, and Subcontinent Asian Americans; or
 - Veteran or Service Disabled Veteran owned business; or
 - Individual with Disability owned business; and is
- Operating as for profit business with “useful business functions”; and
- An out-of-state company must first be certified in its home state (this must be a state-level diversity certification, if available) or by one of the following: NMSDC, WBENC, or VetBiz.gov before it can be considered for certification in Delaware.

We encourage all eligible businesses to apply for OSD certification. The application is available to you at: <http://gss.omb.delaware.gov/osd/certify.shtml>

The goals of the Small Business Focus (SBF) Program

- Increasing access to opportunities for small businesses to participate in state procurement;
- Creating a program for small businesses of a certain size;
- Certifying those uniquely sized businesses enterprises;

⁶ <http://www.deldot.gov/information/business/dbe/index.shtml>

- Creating a Directory of these uniquely sized small businesses;
- Encourage the revising of agency Supplier Diversity Plans to access the Small Business Focus Program Directory when making under threshold procurements; and
- Measuring, analyzing, and reporting on spend for current and future procurements with uniquely sized small businesses in the Small Business Focus Program.

Who is eligible to apply for Small Business Focus (SBF) certification?

To be eligible, a business must meet all of the following criteria:

- Be owned by U.S. Citizen(s) or Permanent Resident(s);
- Be a For-Profit business with “useful business functions”;
- Be within one of the six industry sectors and at or under the eligibility size caps identified below; and
- Operate free from the control of a business larger than the eligibility size caps identified below.

The SBF Industries	NAICS ⁷ sectors* (initial code numbers)	eligibility & graduation size caps	
		FTE (full time equivalents)	Gross sales
		Based upon a 3 year average	
Architecture & Engineering Services	237 and 541	none	< \$3,500,000
Construction	23	< 250	< \$7,000,000
Manufacturing	31, 32, and 33	< 250	none
Retail	42, 44, and 45	< 25	< \$3,500,000
Service	various	< 50	< \$3,500,000
Wholesale	42	< 50	none

Firms that hold specific certifications:

Any firm already certified by their home state or one of the third party certification entities may skip parts of the new combined application when seeking Office of Supplier Diversity certification. The new application (see next section) provides instruction at each question. The other certifying entities that OSD will allow for reduced responses includes:

- Disadvantage Business Enterprise [49 CFR Pt 26](#) in Delaware, Maryland, or Pennsylvania
- City of Wilmington, Minority Business Enterprise Office (DBE)
- Center for Veterans Enterprise ([VetBiz.gov](#))
- National Minority Supplier Development Council ([NMSDC](#))
- Women Business Enterprise National Council ([WBENC](#))

⁷ [North American Industry Classification System \(NAICS\)](#) is the standard used by Federal statistical agencies in classifying business establishments for the purpose of collecting, analyzing, and publishing statistical data related to the U.S. business economy. A NAICS code has six digits. The first 2 to 3 digits are used to identify the industry for the Small Business Focus Program.

Delaware also recognizes other state certifications and the OSD office can be contacted for additional details. The application is available at <http://gss.omb.delaware.gov/osd/certify.shtml>

Directory of Certified Vendors:

Public listings of OSD and SBF certified companies helps your company be known to and found by state procurement teams when seeking a quote from a vendor where the need (a) does not already exist on contract, (b) the spend to meet the need does not exceed the threshold that requires the opportunity to become a formal procurement. If both of those criteria is met, the buyers' use their Agency's Supplier Diversity Plan and seeks three written quotes from three vendors, and the first one comes from the certified diverse vendor pool. The second and third quote may come from any other business; this is how the state is inclusive in our under-threshold sourcing activities.

OSD and SBF Public Listings are in two locations. [Directory of Certified Businesses](#)⁸, where the Supplier Diversity Plan searches occur. Additionally, you are invited to search our Directory when seeking a business to meet your needs. This data is updated dynamic basis each workday.

Directory of Certified Businesses

Search the Directory

[Helpful Search Tips](#)

Please visit the [North American Industry Classification System \(NAICS\)](#) for additional information.
For a complete directory of all businesses certified in either program select the program title below.

Office of Supplier Diversity

- Minority Business Enterprise (MBE)
- Woman Business Enterprise (WBE)
- Veteran Owned Business Enterprise (VOBE)
- Service Disabled Veteran Owned Business Enterprise (SDVOBE)
- Individual with Disabilities Owned Business Enterprise (IWDBE)

Explore or download OSD as Open Dataset

Small Business Focus

- Architecture & Engineering Industry Firms
- Construction Industry Firms
- Manufacturing Industry Firms
- Retail Industry Firms
- Service Industry Firms
- Wholesale Industry Firms

Explore or download SBF as Open Dataset

⁸ <http://directory.osd.gss.omb.delaware.gov/index.shtml>

Delaware Open Data portal:

OSD data is also publically listed in the [Delaware Open Data](https://data.delaware.gov/)⁹ portal, and has been hosted there since the June 2016 go-live of the portal. This publishing of this data is also automated. OSD data is included in the ‘[Economic Development](#)’ tab and the ‘[Government & Finance](#)’ tab within Open Data.

Open Data – Economic Development tab	
Data set:	Certified Vendors – Office of Supplier Diversity
Chart:	Certified Minority-Owned Business Breakdown
Chart:	OSD Certified also DOT certified DBEs
Map:	Certified Vendors Map – Office of Supplier Diversity
Data set:	Certified Vendors – Small Business Focus
Chart:	Certified Small Businesses – by Industry

Open Data – Government & Finance tab	
Chart:	Certified Women-Owned Business Breakdown
Chart:	Certification Categories - OSD
Map:	Certified Vendors in the Small Business Focus Program
Chart:	Delaware vendors and OSD vendors successes in total
Chart:	Awarded Vendors who are OSD Certified
Chart:	Veteran Service Disabled Vendors as a % of Total Awarded
Filtered View:	Women-Owned Businesses with Cooperative Agreements
Filtered View:	Veteran-Owned Businesses with Cooperative Agreements
Filtered View:	Small Businesses with Cooperative Agreements
Filtered View:	Minority-Owned Businesses with Cooperative Agreements

During FY2018 Q2 OSD shared information through the Open Data Portal at <https://data.delaware.gov/>, under the Economic Development section. Cumulatively, the Open Data list of all OSD certified diverse firms was visited 994 times cumulatively and 289 visits this quarter. The geo-map was visited 272 times cumulatively and 29 visits this quarter. The minority owned list was visited 217 times cumulatively and 49 visits this quarter; and the cross-

⁹ <https://data.delaware.gov/>

referenced OSD and DelDOT list was visited 106 times cumulatively and 16 visits this quarter. The list of all SBF (Small Business) certified firms was visited 451 times cumulatively and 157 visits this quarter, and the industry breakdown list 196 times cumulatively and 24 visits this quarter.

Open Data sets: Economic Development	FY2018 Q2 YTD	FY2018 Q1	FY2017	FY2018 YTD % change over FY2017
Data set: Certified Vendors – Office of Supplier	994	705	633	57.03%
Chart: Certified Minority-Owned Business Breakdown	217	168	154	40.91%
Chart: OSD Certified also DOT certified DBEs	106	90	82	29.27%
Map: Certified Vendors Map – Office of Supplier	272	243	235	15.74%
Data set: Certified Vendors – Small Business Focus	451	294	249	81.12%
Chart: Certified Small Businesses – by Industry	196	172	154	27.27%

Delaware’s Supplier Diversity Community

As we consider reporting on the state’s spending during FY2018 Q2, we first should consider the community itself. Overall, in FY2018, the number of certified firms increased by 14 businesses or 0.45%, from 3,120 (the number of certified firm at the end of FY2018 Q1) to 3,134.

Business Enterprise Classification	FY2018 Q2 Certified database Totals***	FY2018 Q2 Certified (active)[Delaware] Totals	Veteran VOBE/SDVOBE (active)	Minority MBE (active) **	Women WBE (active)
African American	1055	736 [362]	17 (5)	465	271
Subcontinent	249	178 [52]	0 (0)	116	62
Hispanic American	231	157 [62]	5 (2)	98	59
Asian American	185	126 [34]	1 (1)	68	58
Native American	38	19 [8]	1 (0)	13	6
Veteran/Service	65	52 [24]	52 (19)	30	5
Caucasian Women	1165	862 [352]	1 (0)	0	862
DisAbleD	24	20 [9]	20 (20)	9	0

**Firms counted in the MBE column are not necessarily *only* firms that are male owned. A firm can be 50% Asian Male and 50% Asian Female, this is a minority owned firm (MBE) and not a woman owned (WBE) firm as 51% is not women owned. Certification is based upon 51% ownership and control but that ownership is clearly not male nor female, as it is equally owned across genders.

*** There are 2,113 vendors active and a total of 3,134 in the database. Of the 3,134 vendors, 209 are inactive, 532 are expired, 58 are deleted, 2 are denied, and there are always applications in process. There is great overlap in the classifications within the community as some vendors fit into more than one category and each vendor is counted in all of their categories, for example, a minority woman veteran is counted in three places.

Delaware's Small Business Focus (SBF) Community

The SBF certification program is growing slowly in the number of businesses certified, and declined in the amount of spend with SBF certified businesses during this quarter. OSD continues to seek to include businesses that are eligible based on the criteria, including those applying for OSD diverse certification. Overall, in FY2018 Q2, the number of certified firms grew by 9.93% from 151 (the number of certified firm at the end of FY2018 Q1) to 166.

SBF Industries	FY2018 Q2 Certified database Totals	FY2018 Q2 (active) [Delaware] Totals
Architecture & Engineering	12	10 [3]
Construction	34	24 [16]
Manufacturing	16	11 [9]
Retail	26	20 [17]
Service	158	124 [84]
Wholesale	31	26 [14]
	206**	166**

** Some vendors are qualified for more than one SBF industry and a vendor may graduate from one industry but not from another.

NAICS codes within the OSD & SBF certified vendor pool

The North American Industry Classification System (NAICS) is the standard used by Federal statistical agencies in classifying business establishments for the purpose of collecting, analyzing, and publishing statistical data related to the U.S. business economy. NAICS was developed under the auspices of the Federal Office of Management and Budget (OMB), and adopted in 1997¹⁰.

Below are the top five NAICS codes under which firms are certified. The number of firms with these NAICS codes has increased from the end of FY2017 through FY2018 Q2. In fact, these five NAICS codes are all within one sector, they all begin with 541 and that sector is known as the Professional, Scientific, and Technical Services sector. Delaware's supplier diversity community is demonstrating increases in these competencies through the continued increase in the number of companies working in these subsectors.

¹⁰ You can review NAICS codes data and information at <http://www.census.gov/eos/www/naics/index.html>

NAICS Code	Professional, Scientific, and Technical Services Sector	FY2018 Q2 Vendors by Trade	FY2017 Vendors by Trade	FY2018 YTD Over FY2017
541512	Computer Systems Design Services	374	368	1.63%
541511	Custom Computer Programming	358	353	1.42%
541611	Administrative Management & General	372	359	3.62%
541330	Engineering Services	211	209	0.96%
541519	Other Computer Related Services	240	235	2.13%

During FY2018 Q2, the state experienced an average of 1.95% growth of OSD certified firms in the sector known as Professional, Scientific, and Technical Services.

Government Support Services, Contracting Unit, outreach

The GSS Contracting Unit manages all aspects of central or statewide contracts. As part of this teams' commitment to a fair and equitable bidding platform, each contract specialist, manager, and officer performs outreach as the contracts they manage are opened for bid and posted within <http://bids.delaware.gov/>. Businesses that have registered within the state's free Vendor Notification Service receive notification of newly posted bids that match the United Nations Standard Products and Services Code® (UNSPSC®)¹¹ codes that the business selected when registering. The outreach performed by the contracting team to reach the supplier diversity community is significant. During FY2017, the team has sent 296,631 email points of outreach contact to vendors to notify them of solicitation opportunities. During FY2018 Q2, the team sent 22,803 emails. The chart below counts each point of outreach contact; note that this is different from the number of entities contacted as a firm may be listed in more than one of the sources and any firm may have more than one contact person identified on any list.

These contact attempts are from various sources including:

- Office of Supplier Diversity (OSD): <http://gss.omb.delaware.gov/osd/certdir.asp>
- Veteran / Service Disabled Veteran: <http://www.vip.vetbiz.gov>
- SBA / SAM vendor database: http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm
- MyMarketPlace vendor listing: http://contracts.delaware.gov/vendor_list.asp
- DFM Contractor Registry: <http://dfm.delaware.gov/contractor/index.shtml>

¹¹ You can review UNSPSC data and information at: <http://www.unspsc.org/>



	FY2018 YTD + FY2017	FY2018 Q2	FY2018 Q1	FY2017
Number of Central Contracts	75	12	11	52
Number of outreach communications performed				
Delaware Businesses	1510	332	358	820
Small Businesses	90,534	17,081	26,108	47,345
MBE / WBE	66,447	7,533	26,504	32,410
Veteran / Service Disabled Veteran	36,597	4,337	12,627	19,633
Total Market	371,202	22,803	51,768	296,631

ROI on GSS Contracting Unit outreach for bids

The OSD is interested in tracking the Return on Investment (ROI) from the high amount of outreach performed by the Contracting Unit on its solicitations. During FY2018 Q2, the contracting unit's outreach to vendors including diverse and small businesses to help them learn of the above threshold / formal procurement opportunities with state contracting is reflected in the above chart. The FY2018 Q2 outreach was for 12 central contracts. The return on investment of effort to include diverse, small, and Delaware businesses into the formal contracting opportunities this quarter includes 42 Bid Proposal Responses received and 32 vendors awarded. The chart below explores the results.

FY2018	Total Bids Received	Total Awarded Vendors	Delaware Bids Received	Awarded to a Delaware Firm	Total OSD Bids Received	Awarded to an OSD Firm
Q1	89	64	38	35	9	8
Q2	42	32	13	10	4	3
Total	131	96	51	45	13	11

Delaware's Supplier Diversity & Small Business Community spend snapshots

In FY2018 Q2, the State of Delaware spent \$89.66Million with the Supplier Diversity and Small Business community. This is inclusive of \$48M in direct spend with the OSD and W9 self-identified businesses, and \$10.1M in indirect spend with awarded contract Tier II spend inclusive

of DelDOT certified DBEs. The State spent \$31.5M with small businesses in the same quarter, including \$30.2M with W9 self-identified and \$1.3M with SBF certified vendors.

	FY2018 Q2
Direct spend with OSD Certified + W9 + DSHA	\$48,105,415
Indirect spend. Tier II	\$10,058,683
TOTAL Supplier Diversity spend (include W9, OSD & Tier II)	\$58,164,098
Direct spend with SBF Certified	\$1,298,604
Direct spend with W9 small firms	\$30,201,533
TOTAL Small Business spend (include W9 & SBF)	\$31,500,137
TOTAL (direct and indirect, all diverse & small)	\$89,664,235

Quarter over Quarter Analysis – Total Spend

FY2018 Q2 over FY2017 Q2 total supplier diversity spend with diverse vendors is represented in this snapshot. FY2018 Q2 exceeds that of the same quarter last year with an increase of 37.7%. Of note is that the Housing Authority increase this quarter when compared to the same quarter last year shows a tremendous increase of 3004.8%.

Diverse	FY2018 Q2	% of FY2018 total	FY2017 Q2	% change FY2018 over FY2017
Direct Certified OSD Spend*	\$20,652,510	36.8%	\$19,397,364	6.5%
DelDOT DBE Subcontracting	\$9,305,771	16.6%	\$10,166,658	-8.5%
GSS & State Tier II	\$752,912	1.3%	\$544,247 ¹²	38.3%
Self-Registered W-9	\$14,205,103	25.3%	\$10,240,292	38.7%
Housing Authority (DSHA)	\$13,247,802	23.6%	\$426,685	3004.8%
Total	\$58,164,098	100.0%	\$40,775,247	37.7%

FY2018 Q2 over FY2017 Q2 supplier diversity spend with small business vendors is represented in this snapshot. FY2018 Q2 spend with SBF Certified small businesses increased over FY2017 Q2 by 5.7%. Spend with W9 self-identified small businesses increased for the quarter by 4.8% and increase with Certified SBF businesses by 35.2% compared to the same period last year.

¹² The Tier II reporting experiences a lag, and therefore the FY2017 Q2 reported numbers are adjusted, that spend was previously reported as \$538,247.



Small	FY2018 Q2	% of FY2018 total	FY2017 Q2	% increase FY2018 over FY2017
Direct Certified SBF Spend*	\$1,298,604	4.1%	\$960,342	35.2%
Self-Registered W-9	\$30,201,533	95.9%	\$28,830,331	4.8%
Total	\$31,500,137	100.0%	\$29,790,674	5.7%

Quarter over Quarter Analysis - Agency Spend

The following chart shows the spend with OSD certified diverse businesses for FY2018 Q2 compared to FY2017 Q2 for each Agency, comparing this quarter over the same quarter the previous year.

AGENCY	FY2017 Q2 OSD Certified Spend	FY2018 Q2 OSD Certified Spend	Difference FY2018 over FY2017	Percent change
Legislative	\$67,117	\$610	-\$66,508	-99.09%
Judicial	\$151,110	\$100,239	-\$50,870	-33.66%
Executive	\$1,238,222	\$1,076,101	-\$162,121	-13.09%
Department of Technology and Information	\$366,246	\$1,079,975	\$713,729	194.88%
Other Elective	\$56,982	\$43,099	-\$13,884	-24.36%
Legal	\$28,017	\$80,645	\$52,628	187.85%
Human Resources	\$0	\$10,960	\$10,960	100.00%
Department of Finance	\$104,347	\$151,252	\$46,905	44.95%
Department of Health and Social Services	\$2,275,490	\$1,580,976	-\$694,514	-30.52%
Department of Services for Children Youth and Their Families	\$171,441	\$233,947	\$62,506	36.46%
Department of Correction	\$3,960,839	\$4,275,349	\$314,510	7.94%
Department of Natural Resources and Environmental Control	\$1,005,562	\$1,209,578	\$204,016	20.29%
Department of Safety and Homeland Security	\$119,820	\$383,998	\$264,177	220.48%
Department of State	\$385,782	\$293,464	-\$92,318	-23.93%
Department of Transportation	\$2,508,425	\$3,063,149	\$554,724	22.11%
Department of Labor	\$464,586	\$459,687	-\$4,899	-1.05%
Department of Agriculture	\$5,640	\$17,546	\$11,906	211.10%
Department of Elections	\$79,633	\$769	-\$78,865	-99.03%
Fire Prevention Commission	\$7,394	\$15,793	\$8,400	113.60%

Delaware National Guard	\$64,366	\$191,960	\$127,593	198.23%
Advisory Council for Exceptional Citizens	\$0	\$0	\$0	0.00%
Higher Education	\$368,687	\$303,397	-\$65,291	-17.71%
Department of Education	\$5,967,656	\$6,080,017	\$112,360	1.88%
Housing Authority	\$426,685	\$13,247,802	\$12,821,117	3004.82%
Total	\$19,824,049	\$33,900,312	\$1,255,146	71.01%

A similar quarter over quarter analysis of certified small businesses (SBF) is not yet possible, as FY2018 is the first year reporting the break out of SBF Certified businesses by Agency.

Breakdown of Spend by diverse status

The following chart shows the FY2018 Q2 compared to FY2017 Q2 for each of the groups of the supplier diversity community. Minority Business Enterprise (MBE) vendors are representative of five ethnic minority groups and includes minority women as well as ‘minority and veteran’ and ‘minority and disabled’. Women Business Enterprise (WBE) vendors are represented within ethnic minority groups as well as within the Woman group; meaning that a WBE who is both African American and Native American is counted within both of those ethnic minority groups as well as within the Woman group. Veteran Owned Business Enterprises (VOBE) is inclusive of Service Disabled Veteran Business Enterprises (SDVOBE). Note that a Veteran who is also a minority and/or a woman is counted within each group. Disabled includes firms owned by Individuals with DisAbilities (IWDBE) and a Service Disabled Veteran Business Enterprise is included in the IWDBE group. For a breakdown of certification eligibility details please refer to pages 4 and 5 of this report.

The change in FY2018 Q2 over the same period last year is represented in the chart below, and shows an overall 64% increase this quarter over the same period last year. However, that is not universal for each category. OSD provides a breakdown by ethnicity for the OSD Certified, but not the W9 spend as the W9 form does not report at that level of detail. OSD provided an eight-year look at State trends in spend with the OSD Certified enterprises, from base year FY2009 to FY2017 in the FY2017 Annual Report¹³ and will do so again in the FY2018 Annual Report. The

¹³ OSD Reports are located in the “Newsroom and Spend Reports” <https://gss.omb.delaware.gov/osd/reports.shtml>

Delaware State Housing Authority (DSHA), a quasi-governmental authority, also values diversity and inclusion in contracting spend. DSHA spend is included in this reporting, but without a further breakdown with respect to ethnicity.

OSD	FY2018 Q2	FY2017 Q2	FY2018 Q2 increase/decrease over FY2017 Q2
African American	\$1,713,850	\$1,624,280	6%
Asian American	\$2,448,598	\$1,440,559	70%
Subcontinent Asian	\$224,098	\$325,055	-31%
Hispanic American	\$848,147	\$1,056,042	-20%
Native American	\$24,171	\$16,233	49%
DE State Housing Authority	\$12,820,102	\$235,934	5334%
MBE Tally**	\$18,078,966	\$4,698,104	285%
Veteran & Service Disabled	\$1,921,223	\$648,886	196%
DE State Housing Authority	\$0	\$123,079	-100%
VOBE & SDVOBE Tally**	\$1,921,223	\$771,965	149%
Disabled	\$41,600	\$0	100%
IWDBE Tally**	\$41,600	\$0	100%
White American	\$13,463,068	\$14,335,612	-6%
Woman+	\$17,127,440	\$17,328,830	-1%
MWBE Minority Women	\$3,664,373	\$2,993,218	22%
DE State Housing Authority	\$427,700	\$67,672	532%
WBE Tally**	\$17,555,140	\$17,396,502	1%
Total	\$37,596,930	\$22,866,571	64%

** There is some double count in the numbers for businesses who fit into more than one category. For example, an African American and Native American, Veteran, Disabled, Women Business owners is counted in all categories.

+ This category includes all women including minority women who are also counted within their ethnic minority.

Note DSHA's tremendous spend increase of 5334% with minority firms and 532% with women firms this quarter as compared with the same period last year. It is worthy to note that some of this significant increase is One-Time spend for a one time project. The topic of One-Time spend is explored in more detail in the section of this report titled: "Spend Types: One-Time and Regular Need" on page 19.

The number of certified diverse vendors performing work

The report below provides an overview of the spending by each agency for FY2018 Q2. This snap shot reports the actual dollars spent either by a State Credit Card (known as a Procurement Card or Pcard for short) or are paid by check from the Checkbook and the actual number of

vendors paid. This report is only for those vendors who are OSD Certified as diverse vendors. Note the last two rows of this chart include Tier II spend with certified businesses. The first of those is with DBE vendors certified by DelDOT who perform subcontracting work for a vendor awarded a DelDOT contract (and those DBEs will be explored later in this report at the section titled: “Federal Disadvantaged Business Enterprise (DBE) Program Tier II spend”); this chart captures the number of DBE certified vendors paid for subcontracting work this quarter. Additionally, we count and report Tier II spending on all other State contracts with our OSD certified firms (and those will be explored later in this report at the section titled “Government Support Services (GSS) contract Tier II spend”); this chart captures the minimum number of vendors receiving Tier II spend. The actual number of Tier II vendors is planned as a future data point to obtain; some contracts have more than one OSD Certified firm in a subcontracting capacity.

Agency	OSD Agency spend with OSD Certified	# OSD Certified Vendors Direct Spend via Pcard	# OSD Certified Vendors Direct Spend in Checkbook	# Total OSD Certified Vendors with Direct Spend
Legislative	\$610	0	1	1
Judicial	\$100,239	2	10	12
Executive	\$1,076,101	5	24	29
Technology	\$1,079,975	3	3	6
Other Elective	\$43,099	0	5	5
Legal	\$80,645	2	10	12
Finance	\$10,960	0	3	3
Human Resources	\$151,252	1	5	6
DHSS	\$1,580,976	1	47	48
DSCYF	\$233,947	2	15	17
Correction	\$4,275,349	16	4	20
DNREC	\$1,209,578	8	25	33
DSHS	\$383,998	2	16	18
State	\$293,464	5	19	24
DelDOT	\$3,063,149	13	26	39
Labor	\$459,687	4	19	23
Agriculture	\$17,546	1	5	6
Elections	\$769	0	1	1
Fire	\$15,793	2	6	8
Natl Guard	\$191,960	0	7	7
Exceptional Citizens	\$0	0	0	0



Higher Education	\$303,397	3	17	20
Education	\$6,080,017	5	95	100
Housing Authority ¹⁴	\$13,247,802	0	43	43
DelDOT DBE subs ¹⁵	\$9,305,771			35
Tier II other contracts	\$752,912			5
Total	\$43,958,996	75	406	521

Breakdown of Spend by small business status

The Small Business Focus (SBF) certification includes six industries. FY2018 Q2 total spend with the SBF community was \$1.3M without double count or \$1.9M as tallied. This quarter is a 35% increase in spend with certified SBF businesses over the same period last year.

SBF**	FY2018 Q2	FY2017 Q2	FY2018 increase/decrease over FY2017
Architecture & Engineering Services	\$209,240	\$55,849	275%
Construction	\$148,635	\$125,935	18%
Manufacturing	\$102,256	\$32,886	211%
Retail	\$193,301	\$196,745	-2%
Service	\$1,032,417	\$804,724	28%
Wholesale	\$231,787	\$176,913	31%
Tallied Total**	\$1,917,636	\$1,393,052	38%
Actual Total (no double count)	\$1,298,604	\$960,342	35%

**There is some double count in the numbers for businesses who are in more than one category; however, the “Actual Total” row is not a double count number.

Delaware State Housing Authority

The Delaware State Housing Authority (DSHA) is an Agency that is supportive of the supplier diversity efforts of the State, utilizes its own financial system, and functions on a federal fiscal year basis. DSHA diverse spending is included quarterly and annually. This chart covers the State’s fiscal year Q2.

¹⁴ Note that the Housing Authority utilizes its own checkbook.

¹⁵ DelDOT has a certification for subcontracting opportunities on certain DelDOT contracts, these vendors are not paid directly by the state, and they are paid by the Awarded Vendor on contract with the state. The number of certified DBE subcontractors is captured in this cart to be inclusive as to the total number of certified vendors paid through their work with the state.

DSHA	Total		MBE		WBE		Veteran		Section 3	
Programs	Contracts	Dollars	Contracts	Dollars	Contracts	Dollars	Contracts	Dollars	Contracts	Dollars
PH and CFP	5	\$89,354	3	\$24,746	0	\$0	0	\$0	0	\$0
CDBG and NSP	57	\$391,641	4	\$17,944	12	\$82,956	0	\$0	12	\$82,956
HOME	44	\$16,385,048	15	\$12,752,131	4	\$320,939	0	\$0	1	\$15,939
DSHA Ops	3	\$25,281	3	\$25,281	2	\$23,805	0	\$0	0	\$0
HCV and S8 CA	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0
TOTALS	109	\$16,891,324	25	\$12,820,102	18	\$427,700	0	\$0	13	\$98,895
diverse		\$13,247,802								

Of interest is DSHA's fourth grouping of tracked and reporting spending, titled: Section 3. The federal program known as Housing and Urban Development (HUD) includes a Section 3 program, which is related to the provision of economic opportunities for low or very low-income businesses and residents. It is a program that primarily includes providing training, employment and contracting opportunities to residents of properties supported by federal assistance, or those seeking to obtain work on projects supported by federal funds. There are requirements with respect to reporting Section 3 activities and spend data, however the program is primarily defined by income, and not specific diversity classifications as reported by the State of Delaware Office of Supplier Diversity, nor the size of the business entity. DSHA captures this Section 3 data for HUD purposes, as it is specific to the programs identified. For additional information on the extensive financial reporting from DSHA, use this link:

<http://www.destatehousing.com/FormsAndInformation/financial.php>

About the Score Cards

This Quarterly Report includes the pullout scorecard included above at pages iv, v, and vi. The first two pages of the Score Card captures agency spending with diverse businesses and with small businesses and the third page is a Score Card capturing spend with diverse businesses by the 19 School Districts. There are various data points that make up the Score Cards. Agencies track and measure their Supplier Diversity efforts along these analytics. Agencies each have a Supplier Diversity Plan, which can be found at the Office of Supplier Diversity website at: <http://gss.omb.delaware.gov/osd/supplierdiversity.shtml> or within each agency's webpages. In addition to looking at direct spend with OSD Certified firms and with W9 self-identified diverse

firms, the scorecards explore both dollars and percentage of the total spend with OSD Certified firms and W9 self-identified firms. The first column captures direct spend with OSD Certified firms and then reports that percentage of total spend with OSD Certified firms. The third column reviews W9 spend at the agency level and then reports the percentage of total spend with W9 self-identified firms. Following is a combined calculation of spend with OSD Certified and W9 Self-identified firms, followed by total spend for the period by each agency, and a calculation of the percent of diverse spend as compared to the same Agency's total spend for the quarter. Similar calculations are reported for Small Business spending within each Agency on the second Score Card.

Spend Types: One-Time and Regular Need

There are different types of spend and it is important to be aware that some Agencies have One-Time spend as well as Regular Need spend. It is important to note that some quarters and years demonstrate a large increase in spend and those are most often attributable to One-Time spend rather than Regular Need spend. One-Time spend often involves Capital Budget activities to build or perform a major renovation of physical property owned by the State or Agency. One-Time spend may also include Professional Service costs to cover a survey or an analysis of the current state of services. This type of spend is not a regular and on-going need, but rather an event, such as the construction of a school, housing, or other government building (you only build it once). Similarly, the professional service of analysis and report of current state may be a one-time need, which may be followed by other services that may be one-time or may be regular need. Regular Need spend is constituted by the ongoing needs of the State and Agencies in their usual operations. Many of the Regular Needs are managed in the GSS central contracts (such as office supplies; school supplies; laboratory supplies; public and life safety supplies and services; building maintenance and plumbing supplies and tools; food and beverage; fuel; technology hardware, software, and services; and much more) but may also be included in specific Agency contracts as well. GSS Central Contracts and Agency Contracts are posted within the GSS MyMarketplace site at: <http://contracts.delaware.gov/default.asp?c=3&s=d>.

Diverse

The Quarterly Score Card reports spend by Agency with diverse businesses against the total spend for the quarter. The average combined percentage of OSD and W9 spend as compared to total agency spend for the quarter is 7.7%. Five agencies exceed the average for FY2018 Q2. They are, in order of highest percentage of spend compared to the total quarterly Agency spend for this quarter: Housing Authority (78.4%), Correction (18.7%), Technology (13.8%), Labor (11.7%), DSCYF (10.1%), and Nat'l Guard (9.4%). The \$48.1Million total spend with OSD Certified firms and W9 self-identified firms is 3% of the \$1.62Billion total spent by these agencies in this quarter. Of note is that this \$1.62Billion total quarterly spend has not been adjusted to remove any debt-service or any non-discretionary spend.

Small

The second Quarterly Score Card reports spend by Agency with small businesses and compares it against the total spend for the quarter. The average combined SBF and W9 spend as compared to total agency spend for the quarter is 3.9%. Seven Agencies exceed the average for FY2018 Q2. They are, in order of highest percentage of spend compared to total agency spend this quarter: Elections (23.9%), DSCYF (20.3%), Technology (9%), Education (8.8%), Legal (9.07%), Fire (5.5%), and DSHS (4%). The \$31.6Million total spend with SBF Certified firms and W9 self-identified firms is 2% of the \$1.62Billion total spent by these agencies in this quarter. Of note is that this \$1.62Billion total quarterly spend has not been adjusted to remove any debt-service or any non-discretionary spend.

School Districts

FY2018 Q2 saw an 18.39% increase in spend with the combined OSD Certified and W9 self-identified Supplier Diversity business community by the Department of Education (DOE) when compared to the same period last fiscal year. Of the \$10,526,009 spent with the certified Supplier Diversity community by the Department of Education as a whole in FY2018 Q2, inclusive of \$6,080,017 or 57.76% spent with the certified businesses and \$4,445,991 or 42.24% spent with W9 self-identified diverse businesses. DOE has the second highest Agency spend with the Supplier Diversity community in FY2018 Q2 representing 21.88% of the total state spend with the Supplier Diversity community.

Subcontracting/Tier II Report

Subcontracting work is not performed directly with the State, but rather is when an Awarded vendor that is on contract with the state has subcontractors and suppliers who work for them in their overall performance for the State. The Awarded vendor is responsible for all work. The State requires Awarded vendors to provide a Tier II report, sharing with us the diverse stats of any subcontractor or supplier that is a certified vendor in the performance of state work. This chart compares this quarter of Tier II work over the same period last year.

Diverse	FY2018 Q2	FY2017 Q2	% change FY2018 over FY2017
DelDOT DBE Subcontracting	\$9,305,771	\$10,166,658	-8.5%
GSS & State Tier II	\$752,912	\$544,247 ¹⁶	38.3%
Total	\$10,058,683	\$10,710,905	-6.1%

Government Support Services (GSS) contract Tier II spend

Tier II reporting is indirect spend, meaning that spend is not direct from the State to the Tier II vendor, but rather is paid to an Awarded Contractor and that contractor has included a diverse vendor in their supply chain or sub-contracting opportunities. The Awarded Contractor pays the Tier II vendor, and reports on these activities to the State. Government Support Services (GSS) receives subcontracting and supply chain information on Central Contracts from the prime or Awarded Contractors, when they have work with the supplier diversity community relative to the core of the contract. Tier II reporting has a lag period to gather all data as we rely upon prime vendors to report their supplier diversity spend with subcontractors (Tier II) and that data extends past a quarter end. The currently available Tier II reporting and spend for FY2018, is identified below. This chart reports Tier II spend on five central¹⁷ contracts and one Technology contract.

State Contract	Vendor	FY2018		
		Q2	Q1*	YTD Total
001-DentalInsBenefit	Delta Dental	\$707	\$0	\$707
011-Hand Tools/ 127-Fasteners/ 577-Industrial	Fastenal		\$3,077	\$3,077

¹⁶ The Tier II reporting experiences a lag, and therefore the FY2017 Q2 reported numbers are adjusted, that spend was previously reported as \$538,247.

¹⁷ A Central contract is one where two or more agencies have the same contract need. These contracts are managed by Government Support Services (GSS), Contracting Unit and are categorized as GSS.



597-IT Augmentation	Computer Aid	\$580,414	\$677,181	\$1,257,595
608-Document Destruction	DE Assn. of Rehabilitation Facilities	\$12,875	\$0	\$12,875
630-IT Project Staffing	MicroTek Software	\$2,392	\$728	\$3,120
	Applied Technologies	\$156,524	\$0	\$156,524
723-Nutrition Software	Education Mgmt. Systems	\$0	\$17,180	\$17,180
Total		\$752,912	\$698,166	\$1,438,203

* Because Tier II spend reporting has a lag, each quarter experiences an update during the next quarter.

Federal Disadvantaged Business Enterprise (DBE) program Tier II spend

This is another indirect spend category, and it is Tier II. The Delaware Department of Transportation (DelDOT) is a recipient of both federal and state funds for their projects. Businesses that are certified by DelDOT as Disadvantaged Business Enterprises (DBE) meet both social and economic eligibility review. The Directory of DBE Certified Firms is at <https://deldotcivilrights.dbesystem.com/FrontEnd/SupplierSearchPublic.asp?TN=deldotcivilrights&XID=8978>. The projects that include federal funds may have a federally required sub-contracting participation goal for firms that are Disadvantaged Business Enterprise (DBE) Certified. DelDOT's contract is with a prime contractor or awarded contractor and those contractors bid with identified DBE Certified sub-contractors. The prime contractors provide a Tier II report regarding the DBE participation during each phase of the work. Occasionally, a DBE certified firm is also a Prime. For Tier II reporting, we do not count those DBEs who are primes, as they will be captured in the Agency Direct Spend reporting. In FY2018 Q2, thirty-five (35) different DBE Certified firms worked on DelDOT projects in a sub-contracting capacity, those Tier II payments totaled \$9.3Million.

Certified DBE	Ethnicity	Gender	# Awards	Payments as Prime	# Contracts as Prime	Payments as Sub	# Contracts as Sub
A B Consultants, Inc.	Subcontinent Asian	Male	0	\$0	0	\$93,951	3
American Flag, Inc.	Caucasian	Female	3	\$0	0	\$586,504	19
Arrow Leasing Corp	Native American	Male	0	\$0	0	\$1,832	1
Atlantic Surveying and	Caucasian	Female	0	\$0	0	\$4,900	1
Callahan Paving Products, Inc.	Caucasian	Female	0	\$0	0	\$174,040	4
Carolina Construction, LLC	Black American	Male	0	\$0	0	\$11,280	1
Crawford Trucking, LLC	Caucasian	Female	0	\$0	0	\$939,085	11
Curbs ETC Inc.	Caucasian	Female	1	\$0	0	\$1,247,989	6



DeSilvio & Company, Inc.	Caucasian	Female	0	\$0	0	\$100	1
Direct & Correct, Inc.	Caucasian	Female	3	\$0	0	\$761,421	10
Eastern Steel Constructors, Inc.	Caucasian	Female	0	\$0	0	\$517,804	2
Easternex Int'l Ltd.	Subcontinent Asian	Male	2	\$0	0	\$144,432	10
Janette Redrow Ltd.	Caucasian	Female	4	\$0	0	\$589,372	12
Kriss Contracting, Inc.	Caucasian	Female	1	\$158,925	2	\$374,304	10
M & M Construction, Inc.	Black American	Male	0	\$0	0	\$834,301	7
M and V Contractual Services, Inc.	Black American	Female	0	\$0	0	\$292,684	1
M. L. Ruberton Construction Co., Inc.	Caucasian	Female	1	\$0	0	\$47,625	2
Marinis Bros, Inc.	Caucasian	Female	3	\$0	0	\$599,555	4
Mountain Consulting, Inc.	Black American	Female	0	\$0	0	\$51,065	1
MRS Airfield Lights & Supplies,	Caucasian	Female	0	\$0	0	\$582,236	1
NTM Engineering, Inc.	Caucasian	Female	0	\$0	0	\$44,341	1
Quarry Products Unlimited, Inc.	Caucasian	Female	0	\$0	0	\$195,402	2
Ramesh C. Batta Associates, PA	Subcontinent Asian	Male	0	\$0	0	\$54,000	1
Rybinski Engineering, LLC	Caucasian	Female	0	\$143,671	6	\$19,465	4
Sam's Construction LLC	Hispanic American	Male	0	\$461,449	2	\$366,094	7
Seagull Fence & Concrete, LLC	Hispanic American	Male	2	\$0	0	\$141,138	4
Site Work Safety Supplies, Inc.	Native American	Male	0	\$0	0	\$7,280	1
Stripe-A-Lot, Inc.	Hispanic American	Male	0	\$0	0	\$44,540	1
The Vann Organization Inc	Black American	Male	0	\$0	0	\$945	1
Traffic & Safety Signs, Inc.,	Caucasian	Female	4	\$0	0	\$486,450	17
U. S. Lumber, Inc.	Asian-Pacific	Female	0	\$0	0	\$15,730	1
Vega Solutions, Inc.	Subcontinent Asian	Female	0	\$0	0	\$1,200	1
Wang Technology LLC	Asian-Pacific	Female	0	\$0	0	\$18,069	1
WHH Trucking & Services	Black American	Male	0	\$0	0	\$16,540	1
Wilton Corporation	Caucasian	Female	2	\$0	0	\$40,097	4
TOTALS:			35	\$764,044	13	\$9,305,771	154

Trainings offered to the Vendor Community

Procurement Specific Training

In a strong effort to help diverse and small business seize upon the opportunity to bid on formal procurement solicitations, and to help share how to access under-threshold opportunities, Government Support Services (GSS) Contracting Unit's Trainer and OSD offers two different but equally important training events. "Vendor Day – How to Do Business with the State of Delaware" trainings are offered throughout the state to help engage vendors and provide education about the state's procurement process, procedure, expectations, and helpful tips.

“School District Supply Chain” trainings are offered in cooperation with the School Districts. These are held at the county level, offering vendors an opportunity to understand that School Districts are welcome to use statewide contracts, but are not required to, and therefore may contact with vendors following state procurement rules. Even though our state contracts are intended to be used, and are eligible to be used, by all state agencies, not all entities are required by Delaware Code to utilize these contracts. An example of excluded entities are schools, fire departments, and municipalities. Therefore, vendors are eligible to market directly to these groups. To help you identify whom to contact, the Contracting Unit maintains a list of those other procurement officials at <http://mymarketplace.delaware.gov/procurement-contacts.shtml>. This list provides names and contact information for procurement officers throughout all state offices, all municipalities, and various other departments.

These two trainings are offered inclusively to the entire business community of traditional, diverse, and small businesses. Government Support Services Contracting Unit and OSD continue to meet new vendors as they join us, along with vendors who are repeat attendees, coming for a second or third time to continue to learn more about contracting with the state. The Trainer, Mr. Bruce Krug, Supervisor in Government Support Services, eMarketplace and Trainer, and his Training Curriculum were recognized nationally through the National Association of State Procurement Officials’ (NASPO) George Cronin Award, as an Honorable Mention for 2014.

The charts below identify the number of trainings, the total participants for the full FY2018 Q2, and the breakdown of participants as minority or women owned businesses, veteran or service disabled, and individuals with disAbilities owned businesses, Delaware based businesses, and small businesses.

Training	# of Offerings TO DATE	# of MBE WBE Vendors Attending	# Veteran/ SDV Attending	# of Disabled Businesses Attending**	# DE Based Vendors Attending	# of Small Businesses Attending	Actual # Vendors Attending*
Vendor Day FY2011-FY2017	24	372	62	21	364	390	663
FY2018 Q1	1	23	3	2	20	25	40

FY2018 Q2	1	15	2	3	12	16	17
Total trainings	26	410	67	26	427	400	720
School District Supply Chain FY2014 – FY2017	9	155	16	0	184	203	269
FY2018 Q1	0	0	0	0	0	0	0
FY2018 Q2	0	0	0	0	0	0	0
Total trainings	9	155	16	0	184	203	269

*Some vendors meet more than one category, such as Delaware vendor who is a minority female service disabled Veteran. We count business in all categories they meet, and therefore there is some double count among the categories, however the ‘actual number of vendors’ column counts each vendor only once. The entire business community of traditional, diverse, and small business are invited, and the “Actual # Vendors Attending” is inclusive.
 ** Disabled businesses tracked as of August 2014.

Contracts to Watch

During FY2018 Q2, the Government Support Services (GSS) Contracting Unit continued this training and open forum opportunity. “Contracts to Watch” helps educate businesses in deciding which contracts to monitor, and when. The Government Support Services Contracting Unit hosts informal meetings, at least every other month and sometimes more frequently, to facilitate the gathering and sharing of information related to statewide contracts that are approaching a critical decision point: extend or create and advertise a new solicitation. Business owners and leaders interested in sharing information on either the efficiencies of the existing contract or trends in related market sectors are invited to attend. Forty-six (46) contracts were discussed at four Contracts to Watch workshops this quarter. The entire business community of traditional, diverse, and small business are inclusively invited. The specific contracts discussed during this quarter are listed below.

FY2018 Q2 Contracts to Watch trainings	
October 24, 2017	Ammunition and Targets
	Autopsy System Equipment
	Bottled Water and Cooler Rental
	Fire Suppression Services, Inspection, and Testing
	Heavy Duty Vehicle Parts and Accessories
	Micrographic Services and Conversion Services
	Office Supplies and Accessories
	Playground and Recreation Equipment and Accessories
	Tax and Revenue Image Processing System
	Toner and Supplies
November 15, 2017	Binoculars
	Bread and Bread Products
	Building Access Security Services



	Design and Layout Services
	eProcurement Services
	Field Service Maintenance - Response Equipment
	Flood Control Devices, Equipment and Parts
	Ground Maintenance with Related Equipment, Accessories & Supplies
	Heavy Duty Trucks
	K-9 Security, Detection and Tracking Dogs
	Kitchen Equipment Preventative Maintenance & Repair
	Paints, Specialty Paints, Supplies & Ladders
	Police Pursuit Vehicles – Model Year 2018 or Later
	Produce
	Reformulated Gasoline
	Rock Salt
December 19, 2017	Aircraft Maintenance and Repair
	Coffee, Tea, and Juice
	Delaware Procurement Card Program
	DSP Employment Testing Services
	DUI – Education and Outpatient Treatment Program
	DUI – Evaluation and Referral Program
	Elevator and Escalator Inspections
	Employment Verification Services
	Fire Training Facility
	HVAC Components, Parts and Filters
December 20, 2017	Institutional Bed and Bath
	Interior Flooring
	Long Distance Services
	Mulch Sand Other Ground Surfacing
	Network Services
	Personal Care Products
	Preventative Maintenance, Elevators and Escalators
	Snow and Ice Removal Equipment and Accessories
	Traffic Control Equipment
	Vehicle Upfitting

Tracking the Contracts to Watch trainings provides information regarding the interest of diverse and small business vendors, as they are attending and participating in these open discussion meetings of upcoming and potential contract opportunities.

Contracts to Watch	# of Offerings to Date	Actual # Vendors Attending	# of MBE WBE Vendors Attending	# Veteran/SDV Attending	# of Disabled Owned Businesses Attending	# Delaware Based Vendors Attending	# of Small Businesses Attending
FY2018 Q1	3	39	14	1	0	30	20
FY2018 Q2	4	40	12	7	1	31	24
Total trainings	7	79	26	8	1	61	44

Plan Requests

In addition to certification, the GSS Contracting Unit manages a process known as Plan Requests. Any Public Works construction project that has architectural or engineering plans or drawings involved has the Plan Request option for vendors. A vendor may make a request to view the plans or drawings. The request comes into the Contracting Unit and is reviewed, passed along to the solicitation owner if appropriate, and once the solicitation owner reviews they send their decision back. GSS then coordinates with the technology team and plans are made available to the approved vendor for a 2-week period so that they may determine if their business has the capacity to perform as a supplier, subcontractor, or Tier II contractor on projects. Plan Requests are for school projects, colleges and university projects, state buildings under Division of Facilities Management (DFM), the National Guard, and any other state public work project. This process has been in place since August of 2012.

Some business types that are excluded from this process including those known as Bid Rooms or Plan Rooms. Plan Rooms do not perform construction trade work on a contract but instead collect plans from throughout the country or a region and then share the plans with their customers. The Plan Request form explains the limitations on use - including that drawings are not for re-distribution. Plan Rooms and Bid Rooms are therefore excluded, as their sole purpose of receiving the plans is to redistribute to their subscribership. The obvious safety aspect regarding who has what plans for which project is one of the most compelling reasons for this exclusion. There is a specific email address created for Plan Requests, it is

PlanRequests@state.de.us.

This chart documents the request volume in both FY2018 quarters to date and includes FY2017 year-end results for comparison.

Plan Request History	FY2018 Q2	FY2018 Q1	FY2018 YTD	FY2017
Plan Requests received	159	38	197	167
Businesses requesting	37	31	68	123
Requests approved	155	34	189	143
Requests denied	1	1	2	11
Solicitations involved	21	23	44	63
Requesting businesses that are OSD Certified	16	4	20	16

Of the PlanRequests made for OSD certified vendors during FY2018 Q2, 10.06% were from the OSD Certified community.

OSD Participation in the Community

The Office of Supplier Diversity is committed to continued contact and participation in the community. OSD continues the new monthly workshops aimed to assist businesses in completing their diverse and small business applications. This workshop walks vendors through the application process, and provides an open forum for question and answers regarding the application process, eligibility questions, and more. OSD had 46 in-person touch points at meetings and workshop events engaging with 1,212 individuals, and 152 touch points with the community via the OSD List Serve engaging with 1,975 business owners and business leaders. The chart below breaks out the engagement. The Meetings and Events category includes events that are business focused such as education, networking, development, matchmaking, small and diverse business roundtables, vendor requested meetings, trainings and workshop, and any meeting at which OSD had a role to meet with and/or present access to opportunity information with business owners and business leaders. The Boards, Committees, Commission category represents working meetings as OSD sits in participant or advisory roles on nine councils, boards, and commissions, including:

- National Association of State Procurement Officials (NASPO), Steering Committee Member for 2018 Exchange Conference,
- Delaware Governor's Supplier Diversity Council,
- United Way Delaware, Women In Action & Women United Advisory Council,
- Delaware Hispanic Commission, Economic Development Sub-Committee,
- Association of Builders and Contractors (ABC Delaware), Diversity & Inclusion Committee,
- Delaware's State Council for Persons with Disabilities
- Delaware Technical Community College (DTCC), Terry Campus Business Advisory Board,
- National Association of Women Business Owners (NAWBO) Delaware, and
- YWCA's Women Achieving A New Direction (WAND) Delaware, Advisory Board.



	Q2	# of business individuals	Q1	# of business individuals	FY2018 YTD total	# of business individuals ¹⁸	FY2017 total
Meetings, Events, & Trainings	7	233	5	637	12	870	52
Boards, Committees, Commissions	10	425	4	44	14	469	38
State of Delaware Events	11	291	4	45	15	336	
OSD Community meetings	4	14	6	420	10	434	
Vendor requested 1-on-1 meetings	4	4	1	2	5	6	
Chambers of Commerce engagement	10	245	7	105	17	350	
subtotal	46	1212	27	1253	73	2465	220
OSD List serve outreach activities	152	1975	160	1996	312	1996	506
OSD participation in community	198	3187	208	3204	406	6391	782

OSD List Serve

OSD utilizes a list serve to outreach inclusively to the business community. All vendors, traditional, diverse, and small as welcome to join the list serve. The focus of the OSD List Serve is to share access to business development, opportunities, networking, and engagement to the businesses who joined the list serve. One of the best ways to learn about the various business development activities and other opportunities is to join the OSD list serve via this link: <http://directory.osd.gss.omb.delaware.gov/self-registration.shtml>. During FY2018 Q2 OSD has shared 137 different business-opportunity focused messages for: networking, development, and opportunity messages with the traditional, diverse, and small business community through the OSD List serve; they are included in this chart:

OSD is Sharing communications	Date shared
Connect with Diverse Audiences on Social Media - October 5	10/2/2017
Join these "Obstacle Crushing" events - October 9 and November 13	10/2/2017
1 Million Cups - all 3 counties - Wednesday mornings - FREE	10/2/2017
Construction & Trades Education - Employee Discharge; Bonding; Fall Protection; & EMR's Financial Impact -	10/3/2017
Leadership Lessons Can You Have It All? - October 17	10/3/2017
correction SAVE THE DATES - Business Boot Camp - Nov 3 & 4 - free	10/4/2017
THIS MORNING come learn about the Goldman Sachs 10K Small Businesses program - WILMINGTON	10/9/2017
Finding and Leasing the Best Location for Your Business - October 12	10/9/2017
1 Million Cups - all 3 counties - Wednesday mornings - FREE	10/9/2017
Network & Knowledge – October 12	10/9/2017

¹⁸ The number of business individuals engaged for OSD events was not tracked in the same manner in FY2017. The number of events are tracked similarly.



"BRAND NEW" Event Speakers & Agenda - October 11	10/10/2017
Social Media for Personal or Professional Networking - October 12	10/10/2017
60-second Networking (Speed Networking) - Sussex County October 23	10/11/2017
Diverse and Small Business Certification Workshop with OSD - October 16 - free - Dover	10/11/2017
deadline extended - Goldman Sachs 10K Small Businesses (free) program - Oct 16	10/12/2017
The Trials and Tribulations of Entrepreneurship - October 23	10/12/2017
Vendor OPPORTUNITIES Women Wisdom and Wealth Conference in Sussex County - Nov 2	10/12/2017
Small Business Success Series-REGISTER NOW! - City of Wilmington	10/13/2017
deadline extended - Goldman Sachs 10K Small Businesses (free) program - Oct 16	10/14/2017
State of Delaware Contracts to Watch - October 24	10/16/2017
Small Business Boot Camp - Nov 3 & 4 - free	10/16/2017
1 Million Cups - all 3 counties - Wednesday mornings - FREE	10/16/2017
2017 NMSDC Conference	10/16/2017
Financing Options for Your Business - October 19	10/17/2017
Branding & Marketing Your Business for Success - October 30	10/17/2017
Sussex County - Open For Business - October 19 - FREE	10/18/2017
Taking care of Busine\$\$ - Virtual Office Advantages and How to Market Your Business - October 20	10/18/2017
HEROZONA 2017 - Veteran national business opportunity Conference - Nov 9 & 10 - Arizona	10/19/2017
Sussex County - 60-second Networking - October 23	10/19/2017
"Blogging to Boost your Business" - October 26	10/19/2017
Deep Dive into Social Media - October 28	10/19/2017
Contracts to Watch / October 24	10/20/2017
Buyers Are Looking for You! Alliance Procurement Fair - Baltimore - November 8	10/20/2017
After Hours Networking - Newport - October 26	10/20/2017
Business Networking, Master Sales Class Training and Inspiration - October 28	10/20/2017
Small Business community listening sessions - your participation wished for - all 3 counties	10/20/2017
Small Business community listening sessions - your participation wished for - all 3 counties	10/22/2017
Connecting small business to the 76ers - Philadelphia - November 29	10/23/2017
How to Market Your Business Effectively - October 26	10/23/2017
1 Million Cups - all 3 counties - Wednesday mornings - FREE	10/23/2017
Vend your Business during Shop Small Saturday - info session Oct 26	10/23/2017
State Asking For Input on Direction of Business Development - this week Tue, Wed, or Thurs in your county	10/24/2017
Panel Discussion on Entrepreneurship - by NCCCC Young Professionals - October 31 - free	10/24/2017
2017 Canaan Business Network Success Conference - October 28	10/24/2017
Small Business Boot Camp - Nov 3 & 4 - free	10/25/2017
OPPORTUNITY - Maryland Metro Area Construction Conference - October 31	10/25/2017
Networking - Free Breakfast - Learn about DSBC - Newark - November 13	10/25/2017
Submarine Supplier & Submarine Construction Conference - Nov 8	10/26/2017
Networking & Business Development Training - October 27th	10/26/2017
public workshops on new energy efficiency industrial grants - Oct. 30 New Castle and Oct 31 Dover	10/26/2017
Do You Lean In? Women's Leadership Boot Camp - Dec 4 - 8	10/27/2017
Vendor OPPORTUNITIES Women Wisdom and Wealth Conference in Sussex County - Nov 2	10/27/2017



Small Business Boot Camp - Nov 3 & 4 - free	10/30/2017
Kent County is Open For Business & presentation re: federal Special Veteran's Program - November 2 - FREE	10/30/2017
1 Million Cups - all 3 counties - Wednesday mornings - FREE	10/30/2017
Destination Innovation The Role of Culture in Charting the Course - November 7	10/31/2017
Small Business Success Virtual Conference - FREE from your desk - November 9	10/31/2017
Supplier Diversity Procurement Fair - New Jersey - Save the Date - December 6	11/1/2017
Delaware Historical Society FREE Open House, November 7th	11/2/2017
Grow Delaware Fund Kickoff Celebration - November 6	11/3/2017
Contracts to Watch - November 15	11/3/2017
Doing Business with the Delaware National Guard - November 15	11/3/2017
Open for Business - New Castle County - (a special DIW event) - Tuesday November 7 Happy Hour activity	11/3/2017
Delaware Innovation Week event - FREE - Destination Innovation The Role of Culture in Charting the Course -	11/5/2017
Entrepreneurial & Business Women's Expo - November 14	11/6/2017
Destination Innovation - November 7 - FREE	11/6/2017
Small Business Workshops - Library Inspiration Space - November 2017 - free	11/6/2017
Open for Business - New Castle County - (a special DIW event) - Tuesday November 7 Happy Hour activity	11/6/2017
1 Million Cups - all 3 counties - Wednesday mornings - FREE	11/6/2017
It is DELAWARE INNOVATION WEEK - are you involved yet?	11/6/2017
Want to do business with Banks - as your customers? - tomorrow	11/6/2017
Networking and Ellen Kullman Talks about Parity for Women - Nov 13	11/7/2017
Call for Speakers TEDx Wilmington Salon - application deadline November 13	11/7/2017
Doing Business with the Delaware National Guard - November 15	11/8/2017
Networking and Wine4Women - November 27	11/9/2017
Open for Business - New Castle County - (a special DIW event) - Tuesday November 7 Happy Hour activity	11/9/2017
Doing Business with the Delaware National Guard - November 15	11/9/2017
Networking & potential new member Breakfast - November 13 Free	11/10/2017
SEMINAR The January Factor - November 14	11/10/2017
Business Brunch @ Citizen's Bank - November 15	11/10/2017
Grant Writing Fundamentals - November 14	11/10/2017
Sussex County - Open For Business - November 16 - FREE	11/13/2017
Blogging for Business - November 16	11/13/2017
1 Million Cups - all 3 counties - Wednesday mornings - FREE	11/13/2017
Construction & Trades Education - various - November 16 to December 11	11/14/2017
"Shop Small Saturday Marketplace"	11/14/2017
Go Global Colombia Business Trip Scheduled for February 2018	11/15/2017
Women & Minority Outreach Fair - Maryland - December 7	11/15/2017
Diverse and Small Business Certification Workshop with OSD - November 20 - free - Dover	11/15/2017
Networking - Get Social with NAWBO Delaware - November 20	11/16/2017
Pittsburgh Diversity Best Practices Roundtable - November 29	11/16/2017
Networking & Luau - November 30 - in PA	11/16/2017
Gold Key Service and other market entry opportunities	11/17/2017
Call for Speakers - 2018 Delaware State SHRM Annual Conference	11/17/2017



Power of Networking Key Strategy to Find New Customers - November 30	11/17/2017
Professional Development Workshops - Nov 30 and Dec 20	11/20/2017
1 Million Cups - all 3 counties - Wednesday mornings - FREE	11/20/2017
Cyber Security Training - December 7 - Free	11/21/2017
How To Start A Child Care Business - November 29	11/22/2017
2018 Save the Date! - Delaware SHRM State Conference	11/22/2017
EMSDC - Annual Meeting and Year-End Reception - Dec 13 - Pittsburgh	11/27/2017
1 Million Cups - all 3 counties - Wednesday mornings - FREE	11/27/2017
Business owners needing healthcare? YWCA is hosting Navigator Assistance for Obamacare enrollment-Nov. 28th	11/27/2017
Vendor Day, How To Do Business With the State of Delaware - Dec 14 - free - in Dover	11/28/2017
Networking & Entrepreneur Series - "Coming Up for Air" - Nov 30	11/28/2017
NAWBO First Friday - The Gift of Entrepreneurship - December 1	11/28/2017
Celebration The 'Choice Awards' EMSDC - December 1	11/28/2017
Get Certified with OSD to List Your Business Where Buyers Are Looking for You! - December 5 - free	11/29/2017
Construction - Holiday Networking - December 7	11/29/2017
Power of Networking Key Strategy to Find New Customers - Nov 30 - free	11/29/2017
Contracts to Watch - 21 contracts - two days - December 19 and 20	11/30/2017
Federal Contracting info HUBzone & 8(a) - December 13- FREE	11/30/2017
How to Write a Powerful Marketing Plan - in 2+ Hours - December 5	12/1/2017
Women & Minority Outreach Fair - Maryland - December 7	12/1/2017
Get Certified with OSD to List Your Business Where Buyers Are Looking for You! - December 5 - free	12/4/2017
Open for Business - New Castle County - December 7	12/4/2017
Kent County is Open For Business - December 7 - FREE	12/4/2017
1 Million Cups - all 3 counties - Wednesday mornings - FREE	12/4/2017
Vendor Day, How To Do Business With the State of Delaware - Dec 14 - free - in Dover	12/5/2017
Interested in NIH, NSF or DOE SBIR Funding? December 13 & Jan 10-11	12/5/2017
Kent County is Open For Business - December 7 - FREE	12/5/2017
How Does FREE Marketing Tips Sound? - December 6 - Philadelphia	12/5/2017
Network & Knowledge - Art Fitness - January 11th, 2018	12/6/2017
Straight Talk From the Professionals - cyber, data breaches & the law - from Capital One, Potter Anderson & Corroon,	12/6/2017
How to Do Business with The Metropolitan Washington Airports Authority (MWAA) - Dec 15	12/6/2017
Pursuit of Health & Wellness Expo & Health Fair- Jan. 6	12/7/2017
B2G opportunities - NASPO Exchange - March 18-20, 2018 - New York City	12/8/2017
Get Certified with OSD to List Your Business Where Buyers Are Looking for You! - December 5 - free	12/9/2017
Preparing for Year-End Reporting Including Tax Planning - Dec 14 - free	12/11/2017
1 Million Cups - all 3 counties - Wednesday mornings - FREE	12/11/2017
Vendor Day, How To Do Business With the State of Delaware - Dec 14 - free - in Dover	12/11/2017
Networking and Knowledge -ABC Christmas Networking December 14 in Lewes	12/11/2017
Diverse and Small Business Certification Workshop with OSD - December 18 - free - Dover	12/12/2017
Preparing Your Business for 2018 - December 13	12/12/2017
Bridging Communities Through Innovation - December 14 - Tour 9 Library	12/12/2017
Preparing for Year-End Reporting Including Tax Planning - December 14- free	12/13/2017

Sole Proprietor, S-Corp, LLC and Beyond Filing Your Business Entity - December 14	12/13/2017
nominate your business - U.S. Small Business Administration is Accepting Nominations for 2018 National and	12/13/2017
Go for the Greens 10.5 - National Conference - February 15-17, 2018	12/14/2017
Contracts to Watch - 21 contracts - two days - December 19 and 20	12/14/2017
Did you know - Delaware spent \$287.4M with diverse and small businesses last year	12/15/2017
Jumpstart your 2018 business success - January 6 - Philadelphia	12/15/2017
SAVE THE DATE Taste of Delaware - first week in December 2018 - in Washington DC	12/15/2017
Startup Basics Planning for Business Success - Dec 21 - free	12/18/2017
if your business has a Philly presence, you might apply for "Philly Diversity Entrepreneurs for Funding"	12/19/2017
Pursuit of Health & Wellness Expo & Health Fair- Jan. 6	12/21/2017
How to Build Great Teams - January 5	12/21/2017
Federal Contracting Certification Programs (Woman-Owned Business and 8(a) Business Development Program) - Jan	12/22/2017
Networking After Hours Mixer Drip Cafe Hockessin - Jan 16	12/27/2017
Networking & Art - TONIGHT- #ArtShots event	12/27/2017
Diverse and Small Business Certification Workshop with OSD - January 8 - free - Middletown	12/28/2017
Pursuit of Health & Wellness Expo & Health Fair- Jan. 6	12/29/2017

Future Plans for OSD

In addition to continuing the efforts already in process, tracked, and reported in this report, the Office of Supplier Diversity's plans for FY2018, OSD will continue to:

- focus on and continue to ensure progress regarding the Governor's Policy Objective: to support traditional, diverse, and small business priorities;
- seek and share additional opportunities for certified businesses in G2B relationships;
- explore the State activity with businesses who provide services and are compensated through grants to invite those businesses to become certified;
- recruit additional companies to the Small Business Focus (SBF) certification opportunity;
- join and participate with the Individuals with DisAbilities community as a voting member of the State Council for Persons with DisAbilities (SCPD) to continue outreach, services, and certification for Individuals with DisAbilities who are business owners;
- participate with the Governor's Supplier Diversity Council (GSDC) on initiatives to support supplier diversity and small business opportunities statewide;
- work with Corporate entities to continue to grow the usage of the online Directory of Certified firms and the Open Data portal for those entities;

- share the “OSD is Sharing” outreach of business development, access to opportunity, and networking to the entire community. Anyone can join the OSD list serve at: :
<http://directory.osd.gss.omb.delaware.gov/self-registration.shtml> ; and
- participate with valued Resource Partners including NASPO, NMSDC, WBENC, NAWBO, ABC Delaware, Chambers of Commerce throughout Delaware, SBA, SBDC, PTAC, the Boards and Commissions that OSD joins, and others within Delaware and beyond.

Questions, Comments, and Feedback

Your questions, comments, and feedback are always welcome. Please feel welcome to reach out to share your thoughts. Feel welcome to call or email so that we can find a time to get together to discuss your questions, comments, and feedback. Collaboration is a wonderful tool to finding results that move us along in a positive direction.

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